

# HP

## Exam Questions HPE0-V27

HPE Edge-to-Cloud Solutions



#### NEW QUESTION 1

When identifying key customer business, technical, and system requirements for an HPE Edge-to-Cloud solution, which of the following is a key activity?

- A. Documenting every possible requirement, regardless of its relevance to the solution
- B. Gathering requirements from a single stakeholder to avoid conflicting inputs
- C. Prioritizing requirements based on their potential impact on the solution outcomes
- D. Avoiding any requirements that are difficult to implement

**Answer: C**

#### NEW QUESTION 2

How should you discuss digital transformation with your customers?

- A. Downplay the importance of digital transformation, since it is a trend that is not as relevant as it was a year ago.
- B. Focus on the way public cloud solutions can speed delivery of services and applications.
- C. Help them elevate digital transformation from an incubation project to a business imperative.
- D. Explain that digital transformation is just a buzzword and that they should focus on the New Economy instead.

**Answer: B**

#### NEW QUESTION 3

What is one competitive advantage of an HPE Intelligent Workspace solution?

- A. HPE holds more patents for location-based services technology than any other vendor.
- B. HPE is the only company to deliver digital unified communications (UC) and collaboration solutions.
- C. HPE provides an end-to-end solution and avoids partnering with application providers.
- D. HPE has extensive experience with workplace productivity, platforms, and infrastructure.

**Answer: D**

#### NEW QUESTION 4

Which of the following is a key metric for existing infrastructure performance that should be collected and analyzed when assessing the potential impact of an HPE Edge-to-Cloud solution?

- A. Average revenue per customer
- B. Mean time to repair
- C. Social media sentiment analysis
- D. Number of employees

**Answer: B**

#### NEW QUESTION 5

Which comment indicates a customer could benefit from an HPE Intelligent Workspace solution?

- A. "We have implemented an open floor plan and collaboration tools but are not seeing the expected results."
- B. "We want to enhance our mobile applications in order to provide special offers to our best customers."
- C. "We are placing limits on the use of employees' personal devices in the workplace."
- D. "We cannot keep up with the number of requests for guests to join our network."

**Answer: A**

#### NEW QUESTION 6

Why might you recommend Proactive Care Advanced rather than Proactive Care?

- A. The company wants reports that are tailored for them.
- B. The company needs monitoring 24x7.
- C. The company wants enhanced call handling.
- D. The company needs a dedicated HPE Account Support Manager (ASM).

**Answer: D**

#### NEW QUESTION 7

Which customer issue does an in-memory database address?

- A. the need for faster insights from data
- B. the need for desktop virtualization
- C. the need for flexible storage and compute scaling
- D. the need for data virtualization in the cloud

**Answer: A**

#### NEW QUESTION 8

A customer is concerned about security and compliance with regulations. Which benefit does an HPE hosted desktop solution provide?

- A. It includes security monitoring as a service as part of the solution.
- B. It automatically deploys patches to all desktops at the network edge.
- C. It ensures that all data remains securely in the data center.
- D. It embeds a silicon root of trust in every desktop.

**Answer:** C

#### NEW QUESTION 9

What is one way that HPE Synergy helps customers reduce costs?

- A. It reduces over-provisioning by allowing the redefinition of resources for current needs.
- B. It allows customers to shift from a traditional workplace to a more efficient open office.
- C. It permits customers to move expensive analytics away from the core to the edge.
- D. It helps customers identify the legacy hardware that consumes the most power.

**Answer:** A

#### NEW QUESTION 10

Which steps is HPE taking to build their portfolio and accelerate their strategy? (Select two.)

- A. inventing new technologies for HPE Hybrid IT and HPE Intelligent Edge
- B. decreasing the number of partnerships in order to focus on opportunities with top 10 industry leaders
- C. increasing marketing budgets for server, storage, and hyperconverged products
- D. making strategic acquisitions that enable them to deliver complete solutions
- E. focusing on HPE Hybrid IT and de-emphasizing Mobile First Wireless solutions

**Answer:** AD

#### NEW QUESTION 10

You are investigating an HPE Hybrid IT sales opportunity, and the customer mentions that staff members use automation tools such as Ansible and Chef. What does the use of these tools indicate about the opportunity?

- A. This customer could be a good prospect for HPE Machine, which is designed to enhance the power of configuration automation tools such as these.
- B. This customer is not a good prospect for an HPE Hybrid IT solution at this point, because the company has already invested in automation tools.
- C. This customer could be a good prospect for HPE Hybrid IT solutions, which integrate with these tools to create a fully-programmable infrastructure.
- D. This customer is probably a better prospect for HPE Intelligent Edge, because the company needs a modern network environment to use these tools successfully.

**Answer:** C

#### NEW QUESTION 11

Which benefit can customers obtain from an HPE Intelligent Workspace solution?

- A. increased facilities ROI and improved productivity
- B. reduced application provisioning time and enhanced DevOps
- C. lower storage TCO and faster insights from analytics
- D. reduced overprovisioning in the data center and lower TCO

**Answer:** A

#### NEW QUESTION 13

Which solution allows customers to independently scale compute and storage resources and to redefine them dynamically?

- A. HPE SGI
- B. HPE Synergy
- C. HPE ProLiant Gen10
- D. HPE Nimble

**Answer:** B

#### NEW QUESTION 16

Which question can help you uncover a customer's desired business outcomes?

- A. Which areas of your business are over performing and underperforming?
- B. Which IT solution do you think would deliver the most value to your business?
- C. What kind of a return on investment do you expect for your IT projects?
- D. How will you fund your company's digital transformation?

**Answer:** A

#### NEW QUESTION 18

When assessing the potential impact of an HPE Edge-to-Cloud solution on an organization's existing infrastructure, which of the following is a key consideration?

- A. Ensuring that the solution aligns with the latest technology trends
- B. Determining the budget for the project before assessing the impact

- C. Analyzing the solution's potential impact on existing business processes and systems
- D. Avoiding any customization to minimize complexity

**Answer:** C

#### NEW QUESTION 22

What is one trend that is driving customers to implement Hadoop?

- A. the development of SQL databases
- B. the shift toward systems of record
- C. the proliferation of unstructured data
- D. the expansion of structured data

**Answer:** C

#### NEW QUESTION 25

What is one of the subjects that you should discuss in a discovery conversation about hybrid IT opportunities?

- A. the time since the customer's last network refresh
- B. the customer's data management strategy
- C. the struggles the customer has in securing IoT
- D. how the customer uses open office space

**Answer:** B

#### NEW QUESTION 30

Which of the following is necessary when selecting the appropriate HPE and 3rd party products and services for a traditional solution?

- A. Designing the solution based on customer requirements
- B. Validating the customer requirements
- C. Architecting the solution
- D. Documenting customer intent

**Answer:** A

#### NEW QUESTION 34

Which customer would be a good candidate for HPE Flexible Capacity?

- A. a company that is purchasing some services in public cloud but is concerned about public cloud security
- B. a company that recently updated their data center and anticipates no further updates for at least a year
- C. a company that does not think pay-as-you-go funding options ultimately benefit companies and that wants to maintain a CAPEX model
- D. a small company that wants to move from a small on-premises network to public cloud

**Answer:** A

#### NEW QUESTION 39

How does Aruba ClearPass help to enable an HPE Intelligent Workspace solution?

- A. It provides the engine for integrating location-based services and automating workflows.
- B. It provides a developer kit for creating location-based service applications.
- C. It provides identity management for users and policy-based control over IoT devices.
- D. It provides a repository of built-in apps, such as dynamic space scheduling.

**Answer:** C

#### NEW QUESTION 41

What is one way that HPE expands the number of opportunities for you to sell HPE Hybrid IT solutions?

- A. HPE delivers a one-size-fits-all cloud option that you can target to small, medium, and large customers.
- B. HPE provides an extensive partner ecosystem to ensure that the HPE solution fits in many environments.
- C. HPE and Aruba together deliver HPC applications that are optimized for the small-to-medium business (SMB).
- D. HPE has developed vertical-specific variations of its analytic software solutions.

**Answer:** B

#### NEW QUESTION 44

Which customer issue does an in-memory database address?

- A. the need for desktop virtualization
- B. the need for flexible storage and compute scaling
- C. the need for data virtualization in the cloud
- D. the need for faster insights from data

**Answer:** D

#### NEW QUESTION 47

When collecting customer requirements for an HPE Edge-to-Cloud solution, which of the following is a key consideration?

- A. Documenting requirements in a way that is easy to understand for technical experts only
- B. Gathering requirements from a single stakeholder to avoid conflicting inputs
- C. Asking open-ended questions to gather as much information as possible
- D. Avoiding any requirements that are difficult to implement

**Answer: C**

#### NEW QUESTION 52

What is often the result of maintaining traditional development cycles?

- A. Operating costs and overhead decrease.
- B. Collaboration becomes more efficient.
- C. IT moves from a support role to a business role in the company.
- D. Line-of-Business (LoB) managers create their own stealth IT projects.

**Answer: D**

#### NEW QUESTION 55

Which of the following is an appropriate delivery model or models for a customer workload or business requirement?

- A. HPE GreenLake cloud services
- B. Traditional solution
- C. Virtual events
- D. Agile innovation methods

**Answer: A**

#### NEW QUESTION 58

Which of the following is an example of an IT industry architecture that is commonly used in HPE Edge-to-Cloud Solutions?

- A. Virtualization
- B. Artificial intelligence
- C. Blockchain
- D. Augmented reality

**Answer: A**

#### NEW QUESTION 59

What is one way companies are employing Industrial IoT to become more efficient?

- A. using intelligent sensors to track inventory and shipments
- B. using drones to monitor vehicles coming into and out of their facilities
- C. installing "smart" entertainment systems to entice employees to spend more time at work
- D. providing employees with fitness trackers to ensure employees are active

**Answer: A**

#### NEW QUESTION 61

Which of the following is a key benefit of a hybrid cloud solution?

- A. Reduced security risks
- B. Lower cost of ownership
- C. Simplified deployment process
- D. Greater flexibility and scalability

**Answer: D**

#### NEW QUESTION 66

What is one reason that companies are turning to virtualized desktop infrastructure (VDI) solutions?

- A. Deploying VDI takes less advance planning than enabling users to access resources through a VPN.
- B. VDI ensures that the data users access most often is stored locally and is easily accessible.
- C. IT can manage the desktop environment much more easily and quickly with VDI.
- D. VDI often provides twice the performance of traditional desktop infrastructure.

**Answer: C**

#### NEW QUESTION 71

What is one way today's apps and data are different from the past?

- A. They live on multiple platforms, from the data center, the cloud, and the network edge.
- B. They are more likely to be coded with proprietary software languages.

- C. They are consolidated in a centralized data center and typically accessed in one way.
- D. They are not expanding as rapidly as they once were, but require more dedicated security.

**Answer:** A

#### **NEW QUESTION 75**

A customer is concerned about security and compliance with regulations. Which benefit does an HPE hosted desktop solution provide?

- A. It automatically deploys patches to all desktops at the network edge.
- B. It ensures that all data remains securely in the data center.
- C. It includes security monitoring as a service as part of the solution.
- D. It embeds a silicon root of trust in every desktop.

**Answer:** B

#### **NEW QUESTION 80**

A customer tells you they want to modernize IT. Which characteristic indicates a potential HPE Intelligent Edge customer?

- A. The customer wants to modernize mobile endpoints.
- B. The customer wants to modernize applications.
- C. The customer wants to modernize the data center.
- D. The customer wants to modernize IT operations.

**Answer:** A

#### **NEW QUESTION 82**

Which of the following is necessary when architecting and designing an HPE solution based on customer needs?

- A. Qualifying the customer requirements
- B. Planning the solution design
- C. Documenting customer intent
- D. Selecting the right HPE and 3rd party products and services

**Answer:** A

#### **NEW QUESTION 85**

What is the appropriate use case for a traditional solution?

- A. When high-speed network connectivity is not required
- B. When scalability and flexibility are critical requirements
- C. When data needs to be stored in a public cloud
- D. When legacy systems are still in use

**Answer:** D

#### **NEW QUESTION 88**

When validating that a final solution design meets updated customer requirements, which of the following is necessary?

- A. Planning the solution design
- B. Qualifying the customer requirements
- C. Documenting customer intent
- D. Selecting the right HPE and 3rd party products and services

**Answer:** C

#### **NEW QUESTION 90**

Which customer initiative suggests an opportunity to discuss HPE solutions for location-based mobile services?

- A. providing disaster recovery for a site
- B. increasing database efficiency
- C. driving customer engagement
- D. implementing IoT

**Answer:** C

#### **NEW QUESTION 94**

What is one way that HPE is preparing customers for the future?

- A. by helping them remove containers and shift all workloads to virtualized servers
- B. by helping them replace Platform as a Service (PaaS) with Software as a Service (SaaS)
- C. by helping them transform into data-driven organizations
- D. by helping them transition away from data toward apps

**Answer:** C

**NEW QUESTION 98**

According to IDC, what is the attitude of most Global 500 companies toward digital transformation?

- A. They are skeptical that it will provide a return on investment.
- B. They have completed their digital transformation products and are turning their attention to the next trend.
- C. They are committed to it and have formed dedicated digital transformation teams.
- D. They are waiting to see if their competitors are successful in implementing it.

**Answer: C**

**NEW QUESTION 99**

What is a key difference between a public cloud and a private cloud?

- A. Public clouds are owned by individual companies, while private clouds are owned by the government
- B. Public clouds are hosted on-premises, while private clouds are hosted off-premises
- C. Public clouds are open to the general public, while private clouds are only accessible to specific users
- D. Public clouds are designed for small-scale operations, while private clouds are designed for large-scale operations

**Answer: C**

**NEW QUESTION 101**

Which key benefit of HPE Synergy helps to distinguish HPE from the competition?

- A. the ability to support virtualized workloads from leading vendors such as VMware
- B. the ability to dynamically deploy location-based service apps to customer mobile devices
- C. the ability to integrate IoT devices into the network with minimal security risks
- D. the ability to independently scale compute and storage resources, and redefine them dynamically

**Answer: D**

**NEW QUESTION 106**

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